

At the Crossroads

with **SBA** Indiana News

Fiscal Year 2006, Volume 2

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INDIANA DISTRICT OFFICE DEDICATION AND LENDER RECOGNITION

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left to right: Earl Morgan - City of Indianapolis, Patrick Rea - SBA Region V, Kerry Dunn - Congressman Burton's Office, John Long - Indianapolis SCORE Chapter, Charles Sim - Neighborhood Self-employment Initiative, Debbie Trocha - Small Business Development Center, Joyce Able - SBA Indiana.

The new U.S. Small Business Administration (SBA) Indiana District office was dedicated to Indiana's entrepreneurs during the SBA Open House/2005 Lender Awards event on December 14th. Patrick Rea, SBA Region V Regional Administrator, was in attendance for the dedication and awards ceremonies.

SBA Indiana's new office is located at 8500 Keystone Crossing, Suite 400, Indianapolis. The office hours are 8:00 a.m. to 4:30 p.m., Monday through Friday.

Following the dedication and ribbon-cutting ceremony, Mark Beckman, SBA Lender Relations Specialist, presented the lender awards.

Charter One Bank was named the top SBA 7(a) lender in Indiana for Fiscal Year 2005 by SBA. Scott Rothenbush, Vice President of Charter One Bank, accepted the award at the event.

Mr. Norman Hatch, President of Charter One Bank remarked, "We at Charter One are delighted to have achieved the number one SBA lender position, not for the recognition to the bank, but as a measure of our commitment to the business community. We are very committed to meeting the needs of all business, large or small, and this represents just the beginning of Charter One's expansion into the Indiana market."

Premier Capital Corporation and Indiana Statewide Certified Development Corporation tied as the top SBA Indiana Certified Development Company Lenders of the Year. The top 504 CDC participating bank lender for FY 2005 is Chase Bank (formerly Bank One).

SBA Indiana's Regional Territory 7(a) Lender award winners are Charter One Bank, Fifth Third Bank, National City Bank, and STAR Financial Bank.

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SBA Indiana 2005 Top Lenders



Top 7(a) and Central Territory Lender
Charter One Bank



Top Certified Development Company Lender (tie)
Indiana Statewide Certified Development Company
Premier Capital Corporation



Top Northeast Territory Lender
STAR Financial Bank



Top Southwest Territory Lender
Fifth Third Bank



Top Northwest and Southeast Territory Lender
National City Bank



Top 504 Participating Lender
Chase Bank



IN THE SPOTLIGHT:

SBA Surety Bond Guarantee Program

The U.S. Small Business Administration's (SBA) Surety Bond Guarantee Program guarantees bonds issued by surety companies for construction, service and supply contracts, opening new markets to small and emerging contractors. SBA's guarantee provides the incentive necessary for sureties to issue bonds to contractors who could not otherwise compete in the contracting industry.

The SBA can guarantee bonds for contracts up to \$2 million. A surety guarantee, an agreement between a surety and the SBA, provides that SBA will assume a predetermined percentage of loss in the event the contractor should breach the terms of the contract.

A surety bond is a three-party instrument between a surety, the contractor and the project owner. The agreement binds the contractor to comply with the terms and conditions of a contract. If the contractor is unable to successfully perform the contract, the surety assumes the contractor's responsibilities and ensures that the project is completed. The four types of contract bonds that may be covered by an SBA

guarantee are:

1. *Bid* - Bond which guarantees that the bidder on a contract will enter into the contract and furnish the required payment and performance bonds.
2. *Payment* - Bond which guarantees payment from the contractor of money to persons who furnish labor, materials equipment and/or supplies for use in the performance of the contract.
3. *Performance* - Bond which guarantees that the contractor will perform the contract in accordance with its terms.
4. *Ancillary* - Bonds which are incidental and essential to the performance of the contract.

A contractor applying for an SBA bond guarantee must qualify as a small business, in addition to meeting the surety's bonding qualifications. Businesses in the construction and service industries can meet SBA's size eligibility standards if their average annual receipts, including those of their affiliates, for the last three fiscal years do not exceed \$6 million.

For more information on SBA's Surety Bond Guaranty Program, contact Mike Hasler at (317) 226-7272.

AS OF JANUARY 19, 2006:

**DID
YOU
KNOW
?**

- SBA has approved **more than \$3 billion** in disaster loans to individuals and businesses in the Gulf region;
- Of those, **over \$2.4 billion** in disaster loans has been approved to nearly **36,000** homeowners and renters in the region;
- **Almost \$600 million** in business disaster loans has been approved;
- **\$1 billion** approved in the first 18 days of January alone.

**U.S. SMALL BUSINESS
ADMINISTRATION**

**INDIANA DISTRICT
OFFICE**

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*Small Business -
The Spirit of
Indiana*

What Hoosier city is
known as the "City of
Firsts"?

KOKOMO - home of many
"firsts" including pneumatic
rubber tires, carburetor,
stainless steel, mechanical corn
picker and canned tomato juice!

U.S. Small Business Administration



Not To Be Missed...

SAVE THE DATE!

Indiana Small Business Week

~ April 16 - 22, 2006 ~

Indiana Small Business Week Awards Luncheon

~ April 20, 2006 ~

February 2, 2006	SBA CommunityExpress Business Loan Workshop Indianapolis
February 7, 2006	SBA CommunityExpress Business Loan Workshop Fort Wayne
February 8, 2006	International Trade Workshop (7 Deadly Sins of Exporting) Indianapolis
February 14, 2006	SBA CommunityExpress Business Loan Workshop Indianapolis
March 8, 2006	SBA Surety Bond Guarantee Seminar Indianapolis
March 9, 2006	SBA CommunityExpress Business Loan Workshop Indianapolis
March 21, 2006	SBA CommunityExpress Business Loan Workshop Indianapolis
March 29, 2006	Government Contracting and Certification Seminar Indianapolis

**For more information on these events, contact SBA Indiana
at (317) 226-7272.**